

**Profitable Beef Producer** is a brand new program that is aimed at educating producers on the various ways to sell beef animals and possibly add value to the animals that are being marketed. In today's trying economic times squeezing every dollar out of our animals could be the difference in losing money, breaking even or maybe even turning a profit.

The cost of the course is \$10 per adult and children will not be charged. The space is limited to 45, so I encourage you to register right away. There will be a meal served nightly and each class will begin at 6pm at the Dickson County Extension Office. These courses will be directed toward the new producers as well as the veteran.

**March 19th 2009**

- \* Introduction - Brad Greenfield
- \* Marketing Replacement Heifers - Brad Greenfield
- \* Marketing Herd Sires - Brad Greenfield & Wendy Lofton (TDA)

**March 26th 2009**

- \* PVP Sales, What and How? - Ben Neele (Coordinator for Tennessee Livestock Network)
- \* Video Sales, Auction Sales and Alliance Sales - Kevin Thompson (Tennessee Livestock Producers)

**April 2nd 2009**

- \* Livestock Risk Insurance - Dr. Emmit Rawls (University of Tennessee Ag. Econ. Department)

**April 9th 2009**

- \* 2 Presentations from producers marketing beef off the farm
- \* Josh Gunn - Robertson County
- \* Matt Cole - Montgomery County
- \* TDA Programs for Direct Marketing of Beef - Jon Frady
- \* Regulations in Direct Marketing of Beef - John Sanford

For additional information Contact:

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